

# Take time to properly prepare your home for sale

Are you thinking of selling your home? If you're one of the many homeowners who choose this time of year to move — whether you're trading up or down, or simply relocating — you're probably starting to prepare your home for the sale.

But before you become overwhelmed by the task, it's a good idea to sit down and try to look at your home objectively. An attractive, well-kept home generally has a better chance of selling quicker. And the old adage "first impressions are lasting ones" is true.

However, if you haven't made any big improvements or changes over the years, it's not a good idea to try to take on major renovation projects simply to sell your home. This can be an expensive and lengthy procedure and there are no guarantees that you'll be able to recover all of your costs.

Instead, try to determine what types of minor cosmetic improvements can be made, like general cleaning, painting, floor refinishing and so on. These projects generally don't require a lot of capital and

your home can be greatly improved by them. Consult with your realtor to see what types of improvements make the most sense.

## Start With the Outside

An inviting exterior insures that prospective buyers will inspect the interior, so it's important to keep your lawn and hedges trimmed and edged, the flower beds cultivated and your yard free and clear of clutter and refuse.

If you have any loose siding or pavement, it's a good idea to get these items repaired. And if you have any cracked or broken windows, get them fixed as well.

If your driveway is somewhat unsightly, consider applying a coat of driveway sealer. This will improve its appearance.

Missing shingles or eavestroughs should also be replaced and loose shutters or awnings should be secured. You may also want to consider painting the exterior of your home to spruce it up. And if you have aluminum siding or trim that's really dirty, hire someone to clean it with a power washer, or wash it yourself.

If you have a garage, make sure the door is clean, attractive and in good working order. Also make sure the inside of your garage doesn't look too jumbled or cluttered.

Also keep patios, walkways and decks free of debris and clutter, and trim any branches that look unsightly or detract from your home.

## Inside

You can do a lot on the inside of your home as well, without spending a great deal of money. Two primary areas to keep in mind are the kitchen and bathroom. These two rooms of your home are generally of prime interest to prospective buyers. Make sure they're clutter-free, bright and spotless.

This applies to kitchen appliances as well — especially if you're including them with the sale of your home.

If the carpeting in your home looks dirty or dingy, you may want to rent a steam cleaner, or hire a professional carpet cleaner. Pet odour can become trapped in rugs, and this can repel prospective buyers.

Also give your home a thorough cleaning and airing prior to showing it. Make sure any wood and tile floors look clean and bright, not dull and dingy.

As well, keep in mind that rooms that are too cluttered will give the impression that they're much smaller than their true size. Try to create a feeling of spaciousness when conducting your "spruce-up." If you have too much furniture, consider removing some of it and storing it with a friend or relative.

## Checklist

In addition to the information outlined above, here's a brief checklist for you to run over before your house is shown.

- \* Whenever possible, try to be out of the house while the realtor is conducting a showing. (Prospective purchasers often feel like intruders when homeowners are present.)

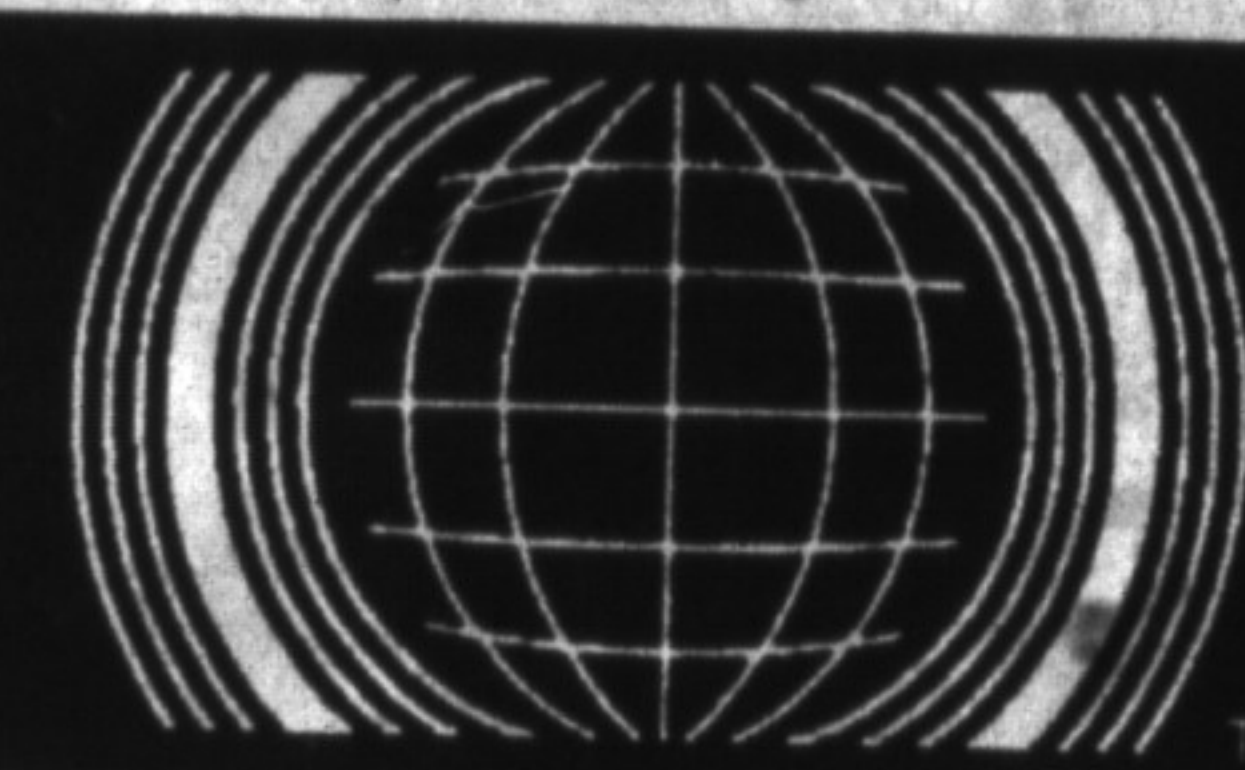
- \* Keep pets well out of the way — preferably out of your house during a showing.

- \* Make sure your home is tidy and well-aired.

- \* Keep stairways free of clutter.

- \* Remove any items (like chandeliers) which won't be included in the sale of the home.

By following these relatively simple tips, you'll feel proud of your home and prospective purchasers are sure to appreciate its beauty.



## REALTY WORLD™

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876-1133 24 HOUR ANSWERING SERVICE

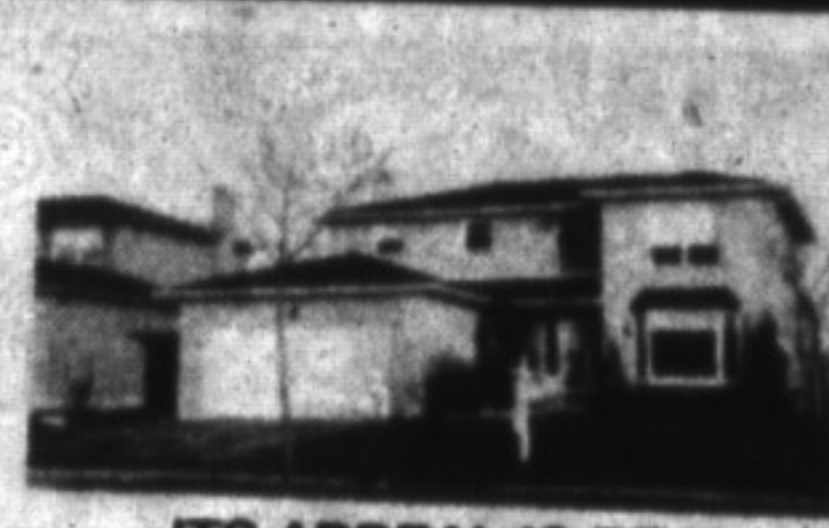
Tor. Line 845-8888

REALTOR



### END UNIT AT EDGE OF PARK

Tastefully decorated 3 bedroom townhome offers main level family room with fireplace, main level laundry, finished basement, central vac., single car garage with door opener. Close to schools. \$133,900. Please call W.J. (Jack) McCrudden, Broker, to arrange to view #52.



### ITS APPEAL IS REAL

Executive brick home with lots of living space for the family. Elegant living and dining room, cozy family room with fireplace, 4 bedrooms, part finished basement. Must be seen! Now asking \$257,900. Call Gladys Cranford to view #32.



### BEAMED CATHEDRAL CEILINGS

Professional decoration, 4 bedrooms, 2 washrooms, fully finished basement! Come see this special home and fall in love - offered at \$179,900. Please call Barbara Mallette to view #54.



### IT'S WORTH THE DRIVE TO ACTON

Solid brick bungalow on 1/2 acre, close to all amenities, in a rural cluster of homes with large rec. room, workshop and a bedroom downstairs. Priced to sell at \$189,900. Call Jennie Fretz about #05.



### MRS. CLEAN LIVES HERE!

End unit townhome, nicely decorated and super clean. Backs onto park. Flexible closing. Don't miss this one! Offered at \$128,900. Call Barbara Mallette to arrange your appointment to view #22.



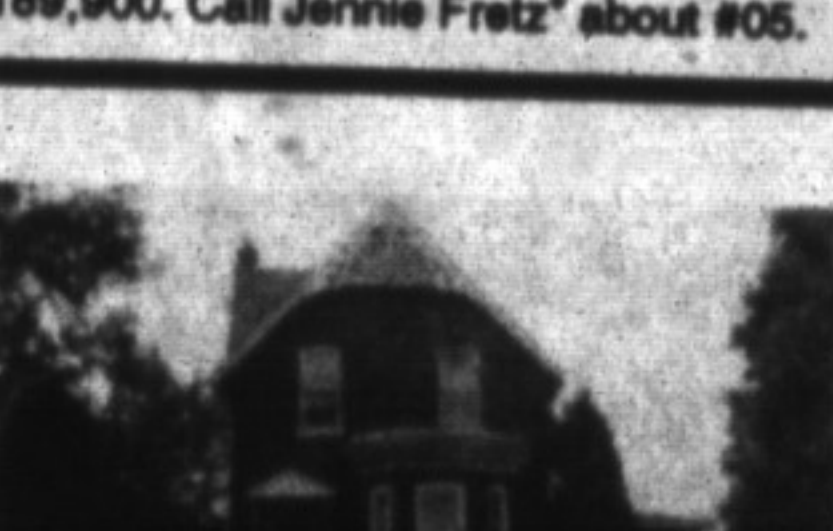
### GREAT FOR KIDS

This spacious 4 bedroom, 3 bath, brick & alum. 2 story offers large kitchen with adjoining family room & walk-out to 12' x 24' raised deck. On 3/4 acre just north of #7. \$ 224,000. Please call Lea Bunker for more details about #55.



### CONVENIENT COUNTRY LIVING! \$219,900

Extensive upgrades, large eat-in kitchen with built-in appliances, walk-out to private deck looking onto farm land & Niagara Escarpment, 4 bedrooms or 3 plus sitting room off master bedroom, 2 bathrooms, modern laundry room. To view #36 please call Helen Hardy.



### HERITAGE HOME

Set on 4.5 acres with a gorgeous view from atop a hill! Home has some original woodwork, newer wiring and add on family room, 3 outbuildings & 2 box stalls. Call W.J. (Jack) McCrudden, Broker, to view #93.



### FRESHLY DECORATED TOWNHOME

With finished basement, nicely located in complex, decorated in neutral tones throughout. Flexible closing. Offered at \$129,500. Call Barbara Mallette to view #39.



### CLOSE TO ALL AMENITIES

Immaculate 3 bedroom backsplit offers main floor family room with walk-out to deck, cozy rec. room with fireplace, central air, eat-in kitchen and more. Asking \$189,900. To view please call Jennie Fretz about #36.



### SPLIT LEVEL

3 bedroom offers custom built pine cupboards & brick accents in kitchen, floor-to-ceiling fireplace, electronic air cleaner, new gas furnace, brick fireplace on patio, completely fenced rear yard, circular drive & more. Call W.J. (Jack) McCrudden, Broker, to view #29.



### END UNIT WITH PRIVACY

Available immediately, this well decorated 3 bedroom townhome is in move-in condition. Living room has bay window, patio doors. Single car garage. Asking \$129,900. Contact W.J. (Jack) McCrudden, Broker to view #33.



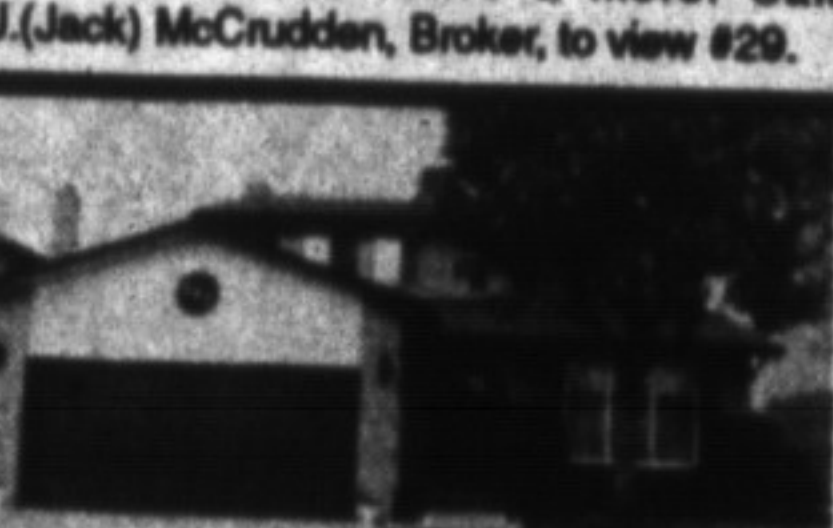
### PICTURE-SQUE

Picture yourself walking among the trees waving to a gentle breeze and meandering 'round the pond watching the reflections dance. To view this 3-bedroom home & surrounding property, please ask for Stewart Haddon, Associate Broker, #01.



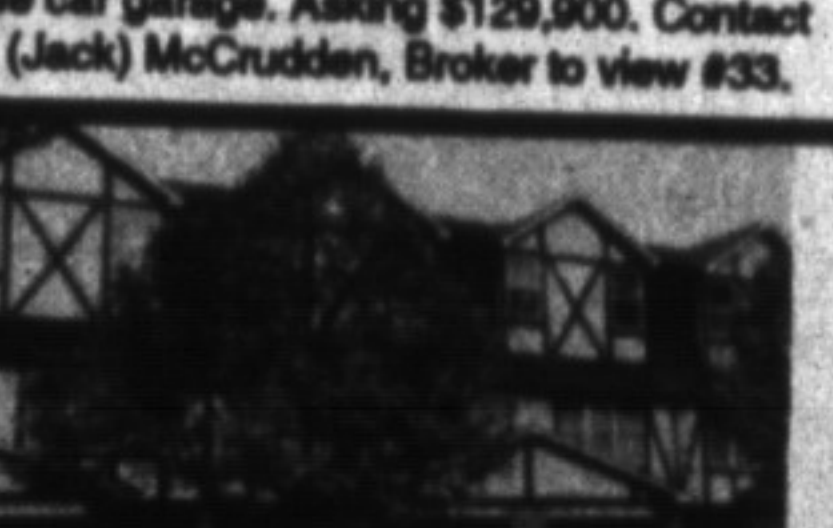
### EXCELLENT FAMILY HOME

Well suited for children - finished family room - close to schools - lovely fenced garden. This spotless home must be seen to be appreciated. Now asking \$189,000. Please call Arnie Hanenberg today for all the details about #24.



### 543 CLOVER PARK CRESCENT

2 Storey, 4 bedroom home offers main floor family room with fireplace, main floor laundry, central air, partially finished basement, concrete driveway & patio, fully fenced yard. \$239,900. Flexible closing. Call today to view #100 - Linda Ertzly.



### IMMACULATE TOWNHOUSE

Three bedrooms, move-in condition, close to all amenities, numerous upgrades include vinyl flooring & decorating, broadloom like new & fresh paint throughout. \$152,000. To view #11 please call Grant Mitchell.



### MOVE IN TODAY!

2 Storey, 4 bedroom link home with 3 washrooms, central air, finished rec. room, fully fenced yard with patio. \$179,900. Call Dick Belford to view #21.



### MOTIVATED VENDORS

Priced to sell at \$174,900. 3 bedroom backsplit, 2 baths, central air, pool, finished rec. room. Shows real well. Worth taking a look at. Assumable mortgage. Call Joan Tattrie-Hollings for complete details about #20.



### SCENIC COUNTRY

This picturesque property offers a 2 storey home complete with separate workshop + office & 36' x 40' garage, all on approx. 1.1 acre with a pond. Located on the outskirts of K/Bridle and priced to sell, don't miss out! Call Don Pelz today about #111.



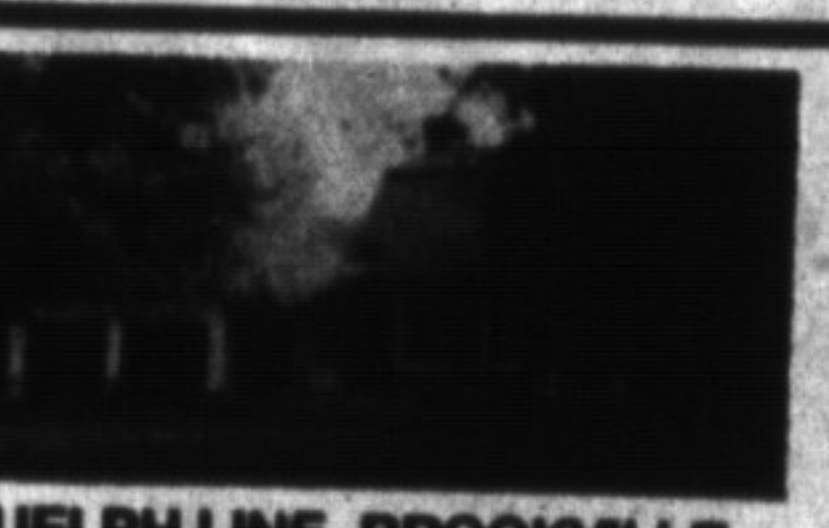
### SUMMER IS COMING, OH YES!

Be ready to cool off in the pool or in the luxury of an air-conditioned home. Watch the sunset on the escarpment and go star gazing on the balcony off the master bedroom. Asking \$229,900. For more details about this exquisite side-split ask for Jennie Fretz, #93-14.



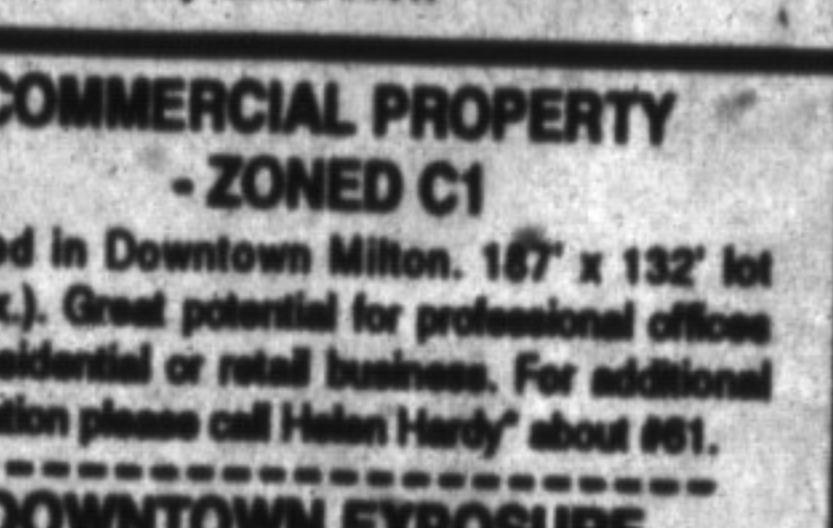
### IMMEDIATE POSSESSION

This three bedroom townhouse is in immaculate condition with upgrades. Finished basement. Vendor has already bought so call Dick Belford today to view #76.



### QUELPH LINE, BROOKVILLE

All brick 2 storey, 4 bedroom home with 2 car garage, above ground pool & large deck, situated on approximately 1 acre within walking distance to Brookville Public School. To view, please call W.J. (Jack) McCrudden, Broker, about #51.

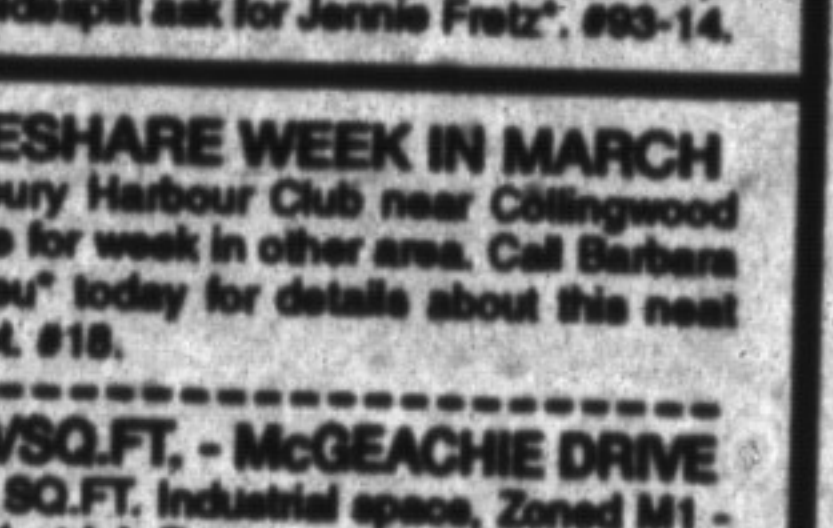


### COMMERCIAL PROPERTY - ZONED C1

Located in Downtown Milton. 167' x 132' lot (approx.). Great potential for professional offices with residential or retail business. For additional information please call Helen Hardy about #61.

### DOWNTOWN EXPOSURE

Store (with apartment above) for your own use or as a good investment. Vendor will consider taking back a mortgage of \$250,000 at 6% with an appropriate amount down. To obtain complete details call Stewart Haddon, Associate Broker about #92-14.



### TIMESHARE WEEK IN MARCH

Thornbury Harbour Club near Collingwood or trade for week in other area. Call Barbara Mallette today for details about this neat concept. #18.

### \$4.00/SQ.FT. - MCGEACHIE DRIVE

16,800 SQ.FT. Industrial space, Zoned M1 - light industrial. For complete details contact Sam Nadalin, Associate Broker or Ross Cescon about #104.

### INDUSTRIAL UNIT FOR SALE

Approx. 1,200 sq. ft., zoned M-1, available immediately, 14.6' ceiling height, good location with easy access to Hwy. 401. Call W.J. (Jack) McCrudden, Broker, to view #90.

### W. J. (JACK) McCRUDDEN, BROKER

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- SAM NADALIN, Assoc. Broker 878-6709
- DICK BELFORD 878-5692
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- LINDA ERTZLY 878-9378
- JENNIE FRETZ 875-2727
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- GRANT MITCHELL 875-3618
- DON PELZ 878-1029
- ROSE MARIE SAUNDERS 878-1029
- JOAN TATTRIE-HOLLINGS 876-1575
- RON TWISS 878-4056
- JO-ANNE VAN SLINGERLAND 875-0215

\*Registered Real Estate Salesperson



### RETIREMENT LUXURY In Downtown Milton

Attractive two bedroom condominium apartment. Centrally located within walking distance to all amenities. Two balconies. One 4-pc. main bath and 2-pc. off master bedroom.

Call KERR REALTY MANAGEMENT LTD. for all the details and to view. (416) 876-0487.